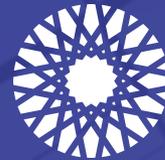


# U.S.-China Low-Carbon City Action Planning and Technology Solutions Workshop

January 22, 2018  
2018年1月22日

Company:



LumenCache

公司名称: 万用微网智能科技有限公司

Presenter: Derek Cowburn, Founder/  
CEO

演讲嘉宾:

# LumenCache Company 公司

美国公司成立于2011年  
通用微电网智能科技 + 通讯/控制  
5个全球领土的专利  
直流项目管道帮助资助CERC-BEE2

创始人/CEO: 一个价值之上的企业家, 他是智能直流微网的专家并拥有超过25年楼宇自动化的卓越经验, 为很多工业集团来推进节能建筑科技做出了巨大贡献。

USA Company founded 2011  
DC Nanogrid + Communication/Control  
Patent in 5 Global Territories  
DC project pipeline helped fund CERC-BEE2

Founder/CEO: A value-based entrepreneur who is an expert in smart DC micro-grids and has over 25 years of building automation excellence, has contributed to many industrial groups in promoting energy-efficient building technologies.



# What we solve 我们解决



Builders  
response  
to all that  
IoT mess!

无线是方便  
但太复杂



“The future is not about one standard but the ability to adapt to any standard”

“未来不是一个标准，而是适应任何标准的能力”

-- Derek Cowburn, LumenCache Founder

Smart building adoption is slow.  
Builders avoid installing technology  
because security risks and complexity

智能建筑采用速度缓慢。建设者避免安装技术，因为安全风险和复杂性

Building infrastructure is difficult to  
change but technology in buildings  
changes rapidly

建筑基础设施难以改变，但建筑技术发展迅速

# Open hardware platform

# 打开硬件平台



# Technology Benefits 技术优势

Allows a different power/communication standard over each wire over the life of a building (incremental upgrades)

Makes all wired devices in buildings plug-n-play, compatible, controllable by any system, and virtually unhackable (Smart Cities)

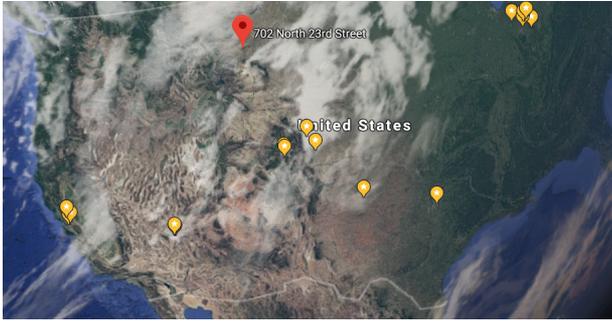
More efficient energy delivery allows less complex devices, lowering costs and lengthening device lifespan

在建筑物的整个使用寿命期间，允许每根电线的功率/通信标准不同  
(增量升级)

使建筑物中的所有有线设备即插即用，兼容，可由任何系统控制，并且几乎无黑客攻击的可能性，高度安全（智能城市）

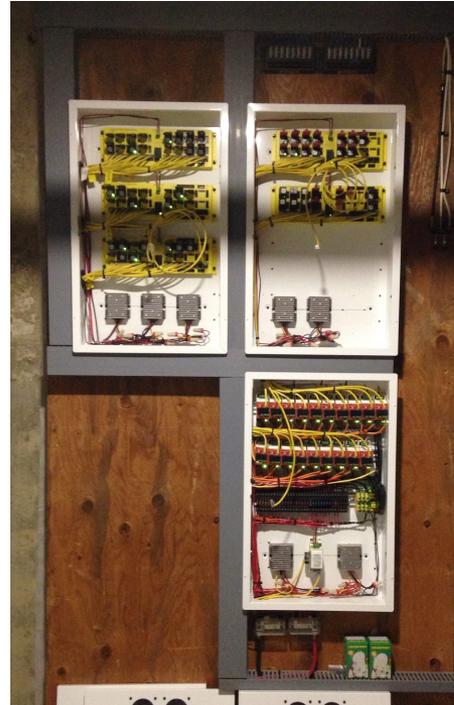
更有效的能量传输允许更简单的设备，降低成本和延长设备的使用寿命

# All DC home, Montana 所有直流



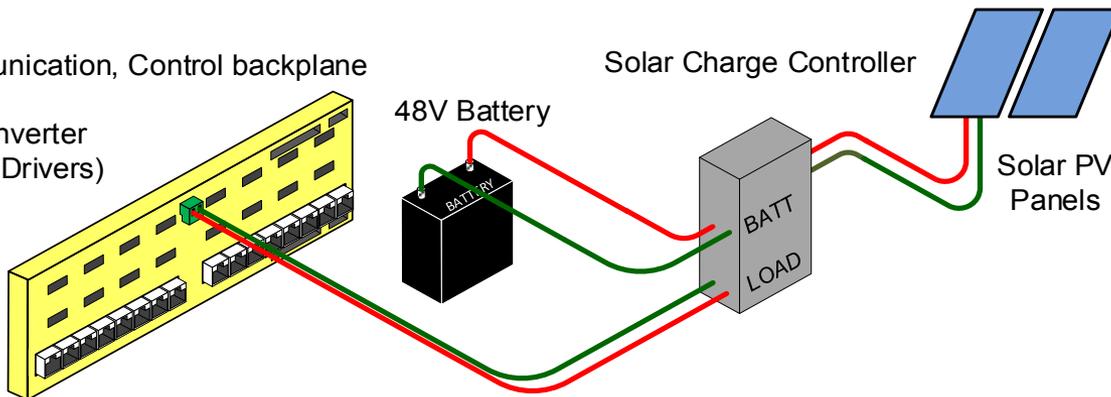
- ALL DC
- LEED Platinum
- 94 Lighting Circuits
- USB Phone Charging
- DC Ceiling Fans
- DC Exhaust Fans

- 所有直流
- LEED白金
- 94照明电路
- USB电话充电
- 直流吊扇
- 直流排风扇

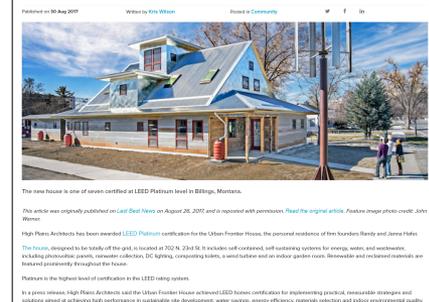


Power, Communication, Control backplane

Removable converter Modules (LED Drivers)



## Urban Frontier House achieves LEED Platinum (USGBC Montana)



# 2 Wellness Centers & 1400 Hallway Lights

## 2个健康中心和1400个走廊灯

6 Apartment buildings:

- 1400 Hallway Lights
- 5-6 Floors

Wellness Center:

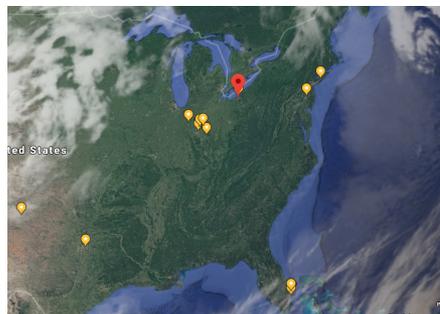
- 300 Lighting Circuits
- Exhaust Fan Control

6公寓楼:

- 1400走廊灯
- 5-6层

健身中心:

- 300照明电路
- 排气扇控制



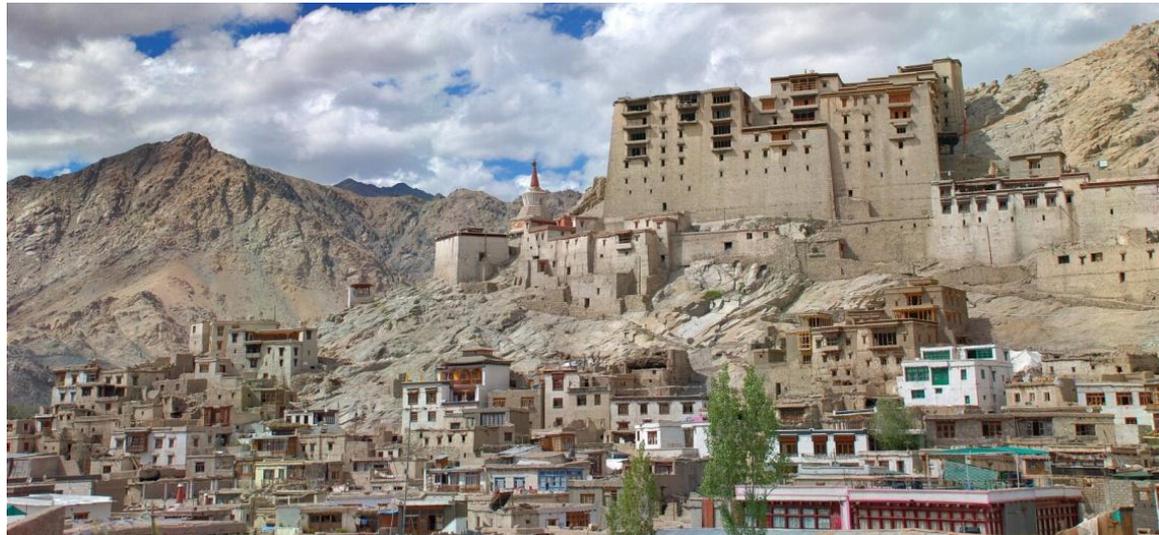
# Demonstrating Full Range 演示全范围

ZhaoQing Smart City  
肇庆智慧城市

PingDi Low Carbon  
City 坪地低碳城市



Global Himalayan  
Expedition: Leh  
全球喜马拉雅远征：  
列城



# Leading Partners 领先的合作伙伴



# Universal Platform 通用平台

**Demonstrates the global market is ready for new power distribution standards**

Allows new power conversion and control hardware, software, and protocol standards to be rapidly tested and compared

Generation 2 is a complete hardware and software platform meeting power and communication requirements across multiple verticals and global markets

展示全球市场已经准备好了新的配电标准

允许对新的电源转换和控制硬件，软件和协议标准进行快速测试和比较

第二代是一个完整的硬件和软件平台，可满足多个垂直行业和全球市场的电力和通信需求



## UNITED STATES

Maturing dealer network, onboarding tech reps and distribution channels. \$4m pipeline for 2018

## CANADA

expanding dealer network, onboarding tech reps and distribution channels

## CARIBBEAN

Multiple installs in St Martin proved weather resilience through storms, maturing dealer network on multiple islands

## MEXICO

Distribution channel and installation systems in place. 1.3m pipeline for 2018

## INDIA

[www.ghe.co.in](http://www.ghe.co.in) selected LumenCache as core technology partner

## CHINA

MOU signed with world's largest city developer (CFLD). US DoE/China Housing program co-lead

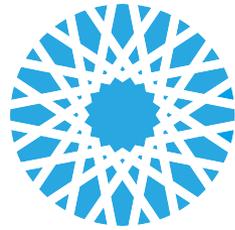
## AUSTRALIA

Distributor with 12 locations preparing market



# Compare Generation 1 & 2 比较一代和二代

Features 特征	LibRE (Generation 1 第一代)	Epoch (High End 高性能), Ascend (Budget 基本)
Installation 安装	Factory Wired Panels 工厂有线面板	Field assemble plug together panels 现场组装插头
Module card interface 模块卡接口	Fixed pin mapping (14c) 固定引脚映射	Allows complete mapping of field pins 允许完整的现场引脚映射
Field device wiring 现场设备接线	Cat5/6 (RJ45)	Cat5/6, 2c, 4c, Coax
Per port power 每个端口的功率	16W @ 12Vin 60W @ 48Vin	100W (Epoch) 60W (Ascend)
Ethernet interface 以太网接口	External gateway 外部网关	100mb/s built-in 内置100mb/s
Control busses per port 每个端口的控制总线	1x 2c, 16 channel matrix	16x PtP, 1x 4c, 2x 2c
Backplane BIOS 背板输入输出系统	None. Completely passive 没有。完全被动	Basic PnP card management, Energy Management, Prioritization, Safety, Logic, Clock 基本的PnP卡管理，能源管理，优先级，安全，逻辑，时钟
Communications speed 通信速度	512kb/s (DMX speed) shared bus 2,000kb/s Port to device 到设备	1Gb/s per port 每个端口 (Epoch) 100Mb/s per port 每个端口 (Ascend)
Supply power control 供电控制	External 外部	Integrated 集成
Plug-n-Play commissioning 即插即用调试	Possible 可能	Required 需要



LumenCache

Thank you  
谢谢大家



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WeChat "LumenCache"